CMS

TO: CIOs and CFOs of Consolidated Agencies

FROM: Doug Kasamis, BCCS Deputy Director

DATE: February 26, 2009

SUBJECT: New Storage Service Offering and Rates

CMS/BCCS is pleased to announce the offering of two new storage services that may allow you to reduce your overall storage costs. Storage Area Network (SAN) storage has been offered as the only option at a rate of $.90 per Gigabyte (GB) per month since the beginning of FY08. Since that time, we have purchased and installed additional storage hardware and software which will provide greater flexibility in meeting your data storage needs. This will allow us to more directly tie your usage to the cost of providing the service. Our intention is to offer these new services immediately, with billing to begin for the month of March. Below is a detailed description of the new Storage offering and rates:

Tier 1 - SAN Storage ($.90 per GB Per Month): This type of storage is normally the high-performance storage systems usually associated with Database systems, application servers, email servers, file servers, etc. SAN's are networks of large disk arrays primarily used in large scale, high performance enterprise storage operations. Because of the high-performance characteristics and redundancies built into the systems, SAN Arrays and networking equipment are relatively expensive. The currently available rate for this service will remain the same.

Tier 2 – Network Attached Storage (NAS, $.65 per GB per Month): This type of storage is used for the purpose of supplying file-based data storage services to other devices on the network. This type of storage typically utilizes higher drive capacities, slower disk drives, and less redundancy than Tier 1 storage, thereby reducing the overall cost. We are able to offer this type of storage for both file-based (CIFS and NFS) or block level using I-SCSI. This is a new rate and equates to a 28% discount off the Tier 1 rate.

Tier 3 – Archive or Content-addressable Storage (CAS, $.45 per GB per Month): CAS technology is intended to store data that does not change significantly over time. In the past this has typically used older WORM (write once, read many) technology. This storage usually would be used as a replacement for worm, tape media, or tier 1/2 that is used for storing large amounts of scanned documents/images, or older archived documents that rarely change. It is of particular interest to large organizations that must comply with document-retention laws. This type storage is being used for our email Enterprise Vault (EV) and Mainframe Disk Library (virtual tape) projects.

If you have detailed questions regarding the storage services and how to choose from the storage options, please contact John Livingstone at (217) 782-4394. If you have any questions regarding billing/rates, please contact Bev Connolly at (217) 785-1358. Thank you.